

Corporate Presentation

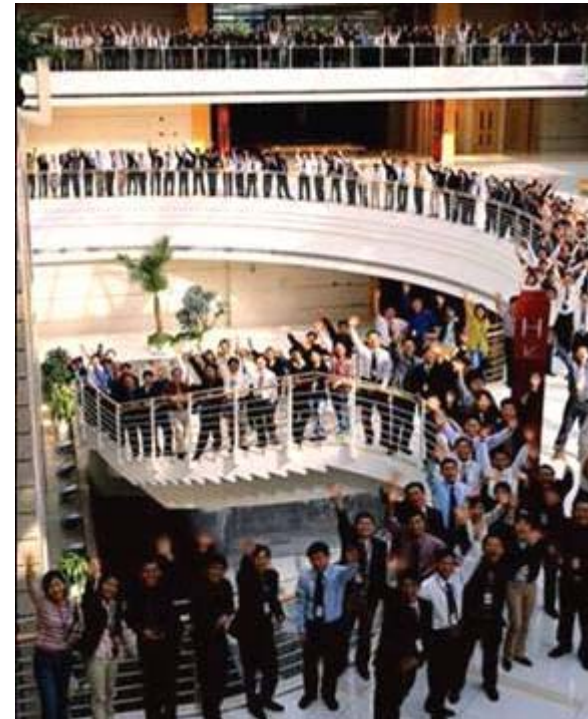
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HUAWEI TECHNOLOGIES CO., LTD.

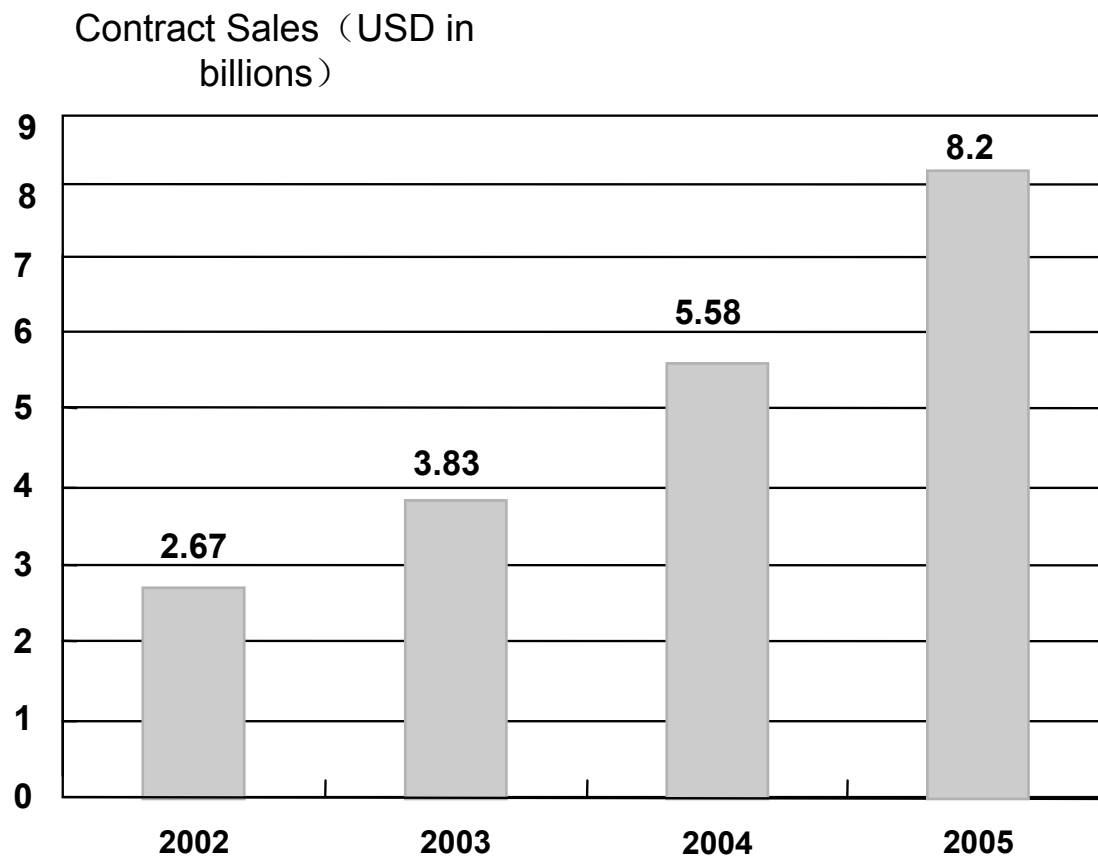


Huawei at a Glance

- A global leading player in providing next generation telecoms network solutions
- Contract sales of USD 8.2 billion in 2005, of which 58% was from international markets
- Serving 28 of the world's top 50 operators
- Strategic partner of British Telecom, Vodafone, Telefonica, etc.
- Staff strength of 40,000, of which 48% are engaged in R&D (As of March 2006)

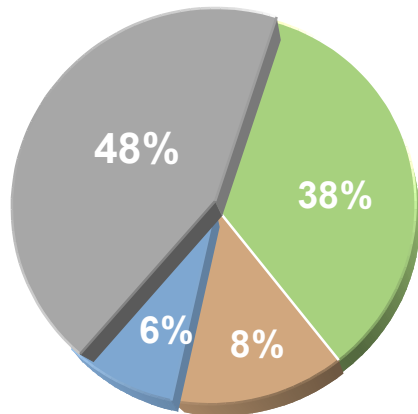


Sustainable Growth



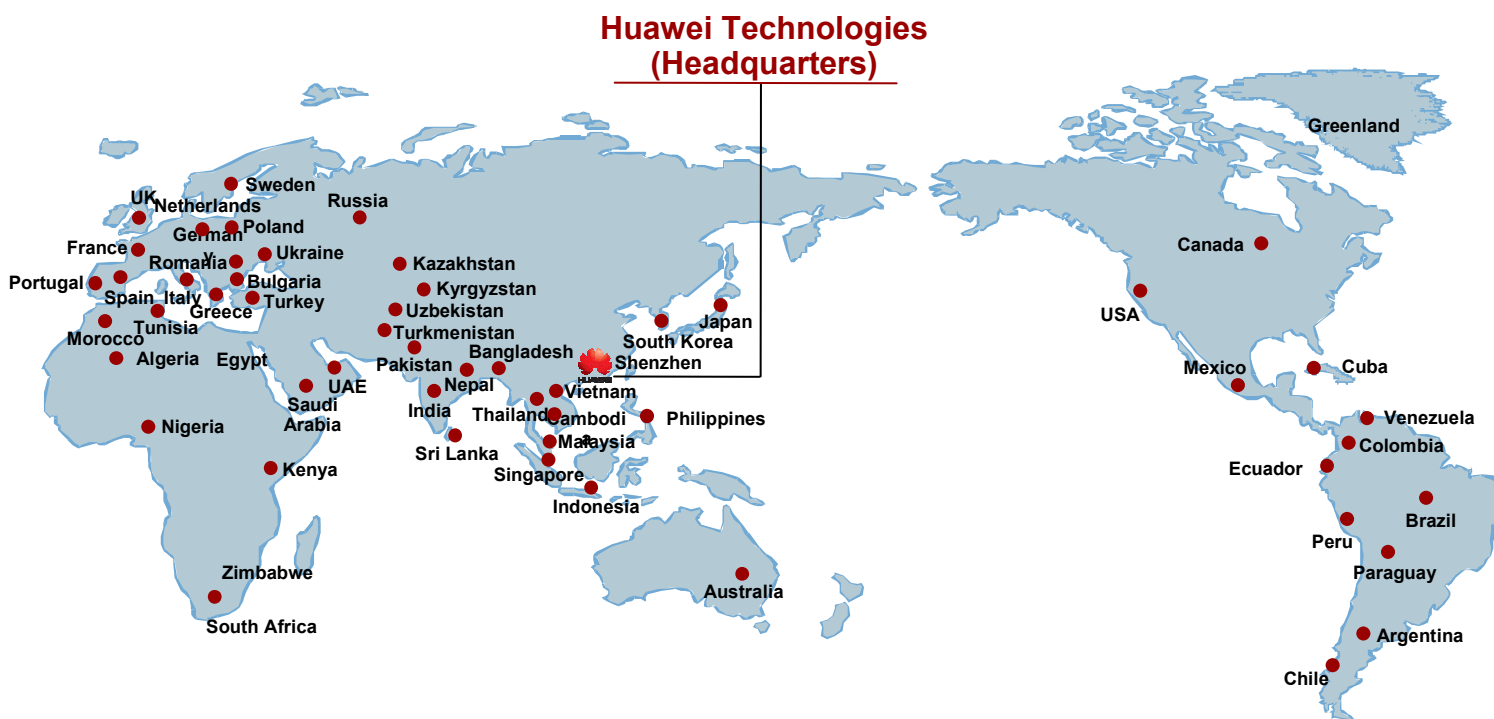
Human Resources

Huawei emphasizes the ability to focus on customer service and requirements in the recruitment, promotion, training and performance evaluation of our employees..



40,000 employees as of March 2006

Global Presence



- 85 overseas branch offices as of March 2006
- 3-level customer service system (HQ, regional, local)

Global R&D

- **Global R&D**

Bangalore, India

— Software technology/ platform

Dallas, USA

— ASIC technologies and wireless algorithm

San Diego, USA

— Terminal technologies and chipsets

Stockholm, Sweden

— Base Station system design RAN technologies

Moscow, Russia

— Algorithm and RF

Shanghai, China

— RAN, terminal, ASIC chipset

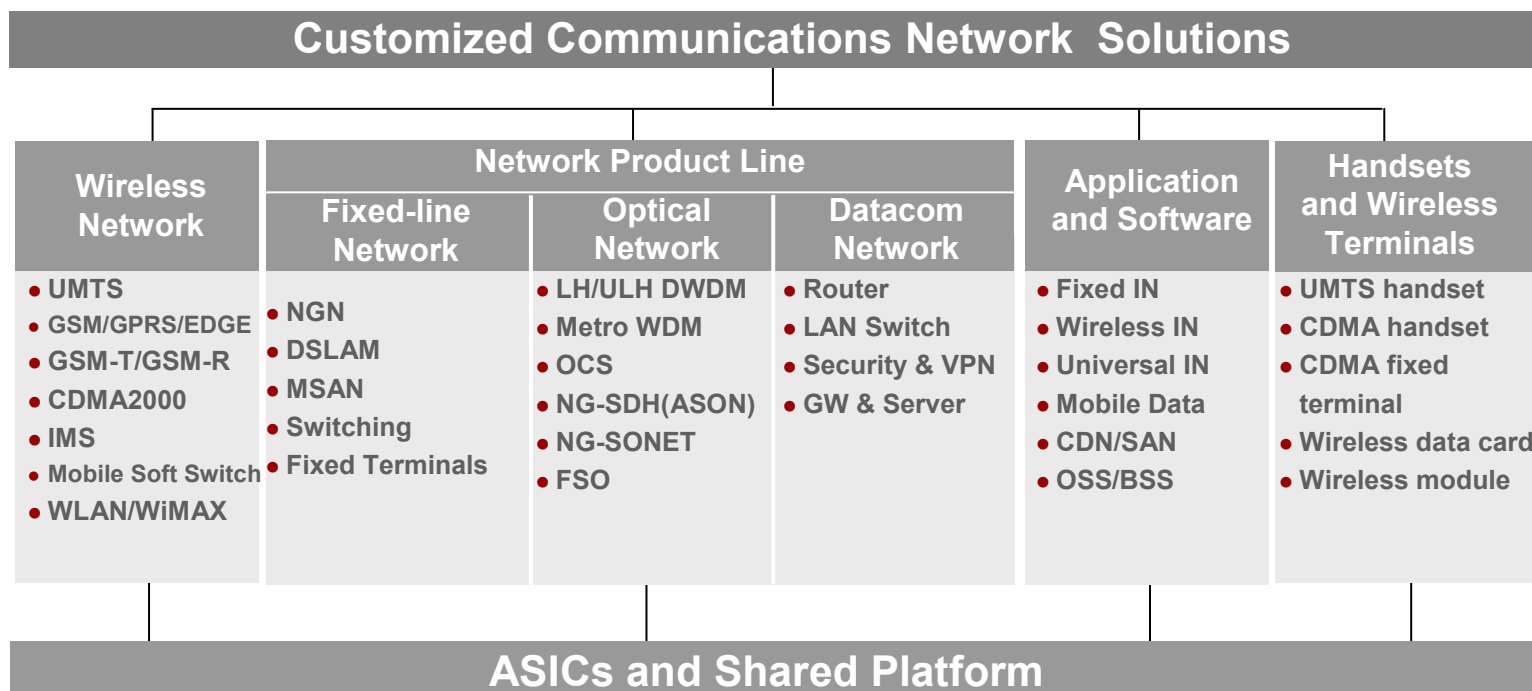
Beijing, China

— Packet CN, GW, Terminals

- **We have widely implemented CMM5 and IPD (Integrated Product Development) into our product development.**
- **Four R&D divisions (Central Software Division and institutes in Bangalore, Shanghai and Nanjing) have been awarded CMM level 5 certification.**



Product Portfolio



- ISO 9001:2000/TL9000/CMM for quality control
- ISO 14001:2004 for environment management
- OHSAS 18001:1999 for occupational health and safety administration

Standards and Patents

We continuously invest in standards and patents to stay at the forefront of future technology.

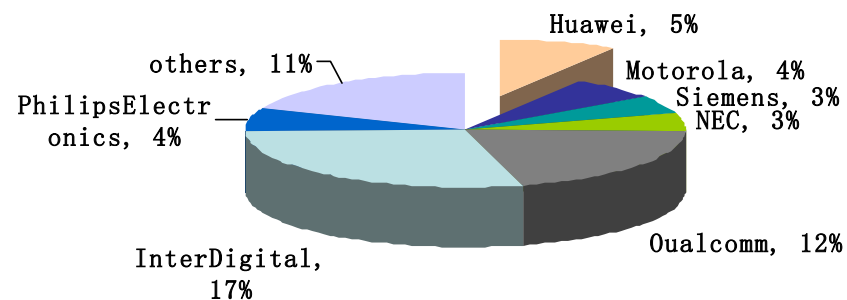
- **Standards**

Participated in 70 international standardization organizations including ITU and 3GPP.

- **Patents**

Domestic Patents	11,000
PCT International and Overseas Patents	1765
Authorized Patents	1900

(As of March 2006)



3GPP essential patents, Huawei ranks top 5.

Management Transformation

Huawei works with top-tier consultancies to adopt the world's most professional management practices, ensuring quality end-to-end delivery for its customers.



Global Cooperation

- Joint Labs & Partners with Leading Companies

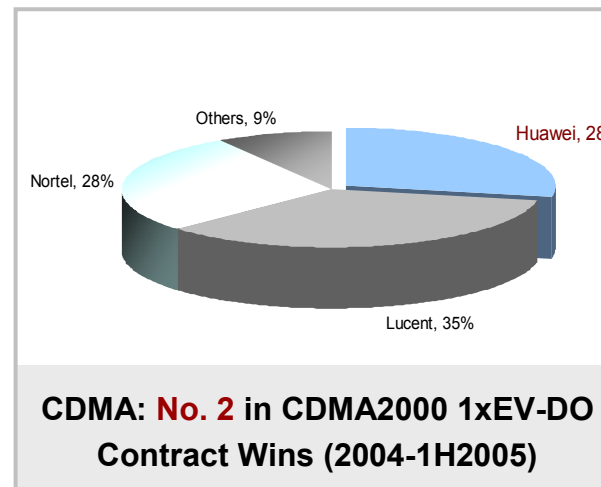
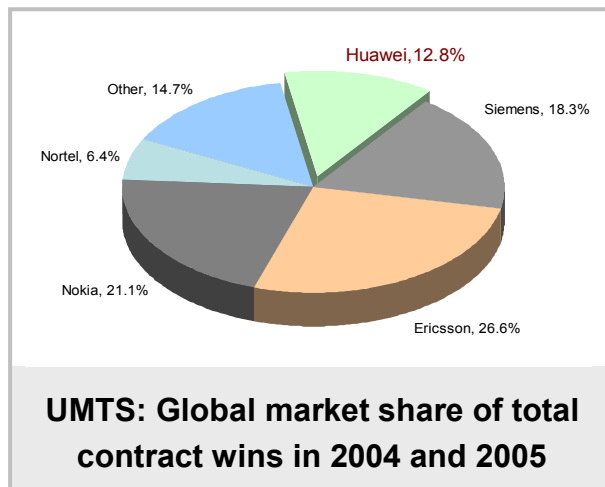


- Joint Ventures with Siemens, 3Com and Nortel



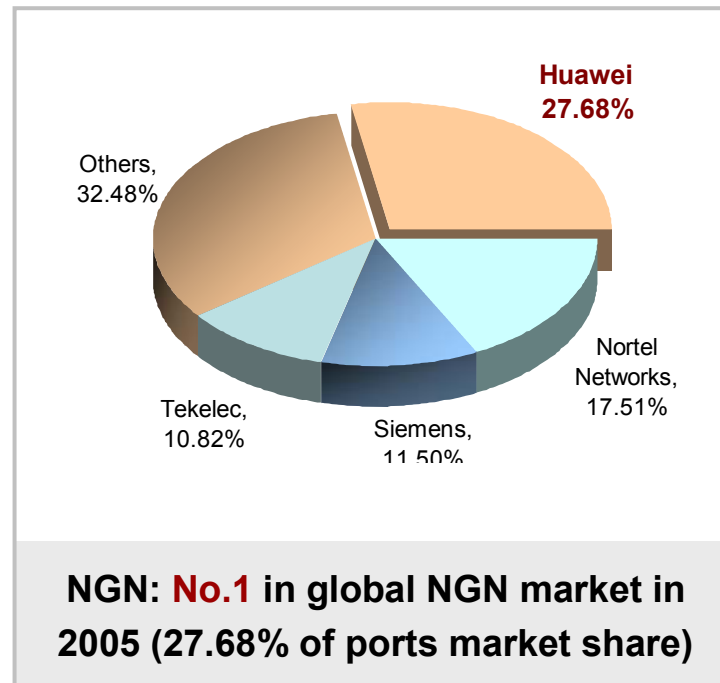
World-leading UMTS & CDMA Network Supplier

- Won 26 commercial contracts worldwide, as of March 2006,
- First to launch R4-based UMTS network and full-speed HSDPA commercial network,
- Won 19 CDMA2000 1xEV-DO commercial contracts, No.2 market share.
- Leading CDMA WLL vendor with 68% global market share



Source: Frost & Sullivan, Nov. 2005

World-leading NGN Supplier

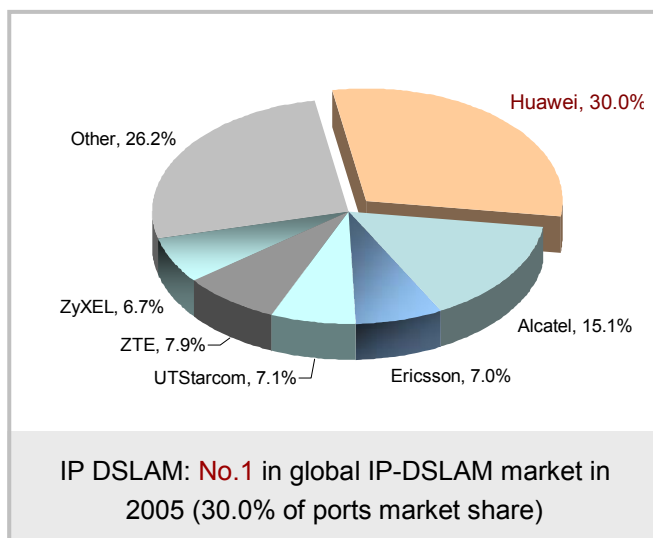


Source: Dittberner Associates Inc.

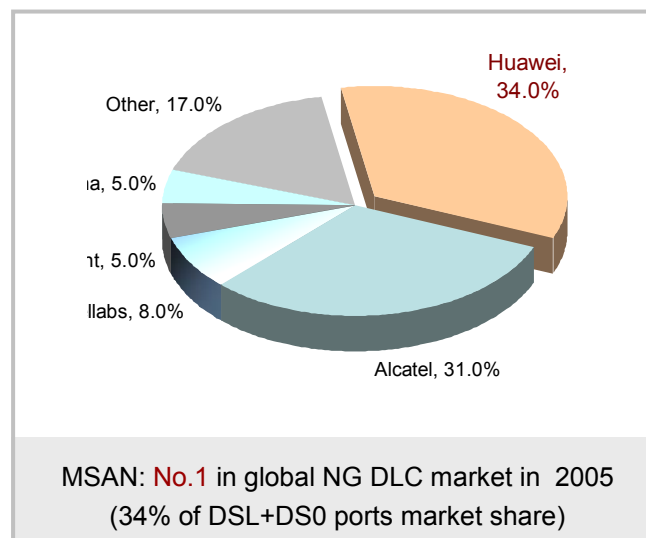
- Over 350 U-SYS NGN commercial sites have been deployed in over 50 countries

World-leading Access Network Supplier

- Over 19 million ports of IP DSLAM, and over 8 million ports of ADSL2+ in more than 60 countries
- Over 60 million ports of HONET MSAN have been deployed in more than 60 countries



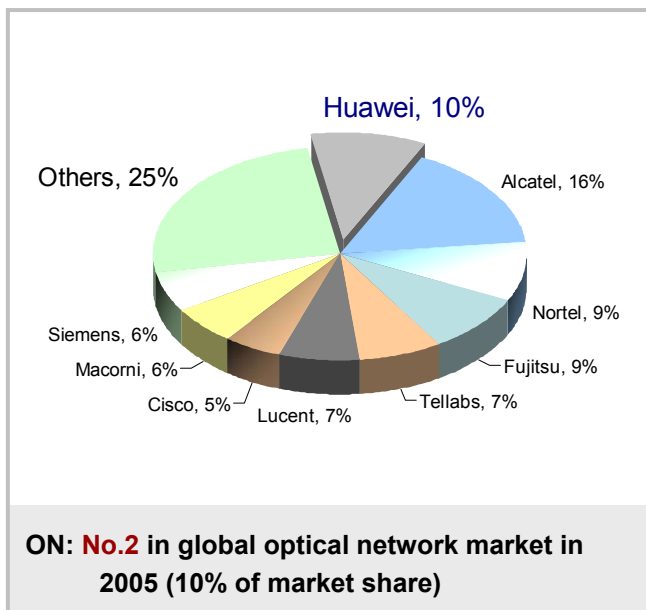
Source: Infonetics Research, Inc.



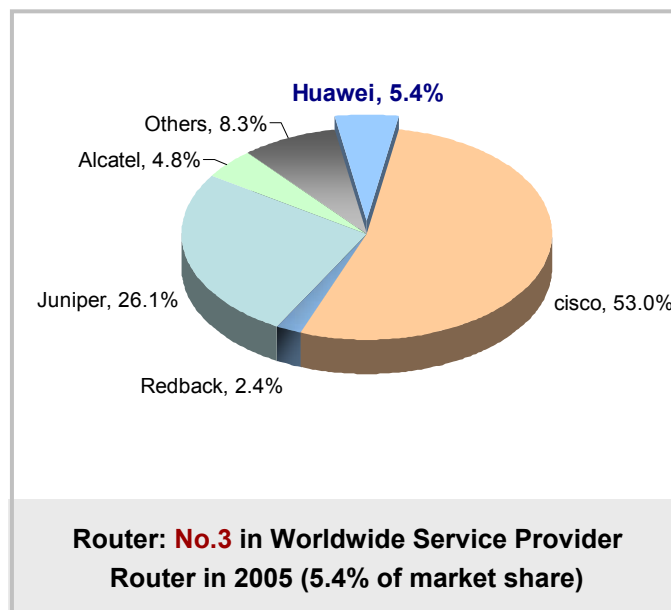
Source: Infonetics Research, Inc.

World-leading Transport Network Supplier

- Over 410,000 sets of OptiX products have been deployed in more than 80 countries
- Over 556,000 sets of Quidway series routers and 35 million ports of Quidway series switches have been deployed in more than 90 countries



Source: Ovum-RHK



Source: Gartner.

Development in Europe



- One of the approved Global UMTS suppliers of Vodafone.



- Cooperates with Telefonica in UMTS and broadband.



- Key supplier for BT's 21st Century Network.



- Constructed two national optic networks and 800k line DSLAM network in France



- Constructed the biggest NGN network in Germany

Social Responsibility

Fulfilling our social responsibility as a corporate citizen

- A dedicated member of the **United Nations Global Compact**
- **December 2004 Tsunami:** Donated USD 2.42 million worth of telecom equipment and an additional USD 2.42 million in cash from the company and its employees
- **August 1998 Flood (China):** Donated USD 3.7 million worth of equipment, and USD 1.85 million in cash.
- **Education Fund:** Donated USD 3.09 million to set up a fund to help needy students complete their undergraduate education.



Thank You

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